

**FOR YOUR INFORMATION**

# City of Cincinnati



Interdepartmental Correspondence Sheet

Date: December 16, 2014

To: Mayor and Members of City Council

From: Harry Black, City Manager **HB**

Subject: **2014 Third Quarter Small Business Enterprise (SBE) Report**

Attached is the 2014 Third quarter SBE Report. The quarterly SBE Reports allow the City Administration to make an assessment of where it is in meeting the annual categorical goals and strategize or plan for the months to follow. The City's SBE annual categorical goals are 30% construction, 15% supplies/services and 15% professional services of the total dollars spent. Presently there are 452 certified Small Business Enterprises (SBEs) (including 24 Banks SBEs) in a pool of about 11,861 registered vendors, which compete for City business. The SBEs represent less than 4.0% of registered vendors with the City. The geographical base for certification eligibility is Hamilton County. Therefore, the determinative factor when measuring goal attainment is to look at the City spends with SBE vendors in Hamilton County compared to the City's all vendors spend in Hamilton County.

The City accomplished spending 20.8% or \$10,987,732 with certified SBEs in this Third quarter. The categorical breakout for spending equals 28.2% construction, 21.3% professional services and 16.6% supplies/services. The City's 2014 Third quarter SBE spend with certified small businesses located in the jurisdiction of Cincinnati was 25.2% or \$7,108,474 overall. The categorical breakout for the Cincinnati jurisdiction equals 28.2% construction, 21.3% professional services and 16.6% supplies/services. (The distinguishing factor between Hamilton County and Cincinnati for reporting purpose is done by zip codes and not street addresses. Some zip codes have dual jurisdictions.)

The targeted group for the City Council adopted SBE Program is small businesses. Small businesses can be majority owned, minority owned, men owned and women-owned businesses. The City Council adopted SBE program is race and gender neutral. However, the City tracks and reports its expenditures with certified SBEs that have voluntarily provided information on race and gender through the SBE application process. The voluntary information vendors provide on race and gender is not verified.

In Third quarter 2014, the City's SBE spend with minority SBEs (African American, Asian American, Hispanic American, and Native American) was \$2,798,828 or 25.5%. The City's SBE spend with women SBEs in Third quarter 2014 was \$1,650,561 or 15.0%. The Third quarter 2014 City's SBE spend with African-American SBEs (Cincinnati's largest minority demographic group) was \$2,321,551 or 21.1%. Since the City's SBE Program is race and gender neutral, there are no set goals for minority and women-owned businesses. Again, the voluntary information vendors provide on race and gender is not verified because of the nature of the City's legal SBE program. These demographic comparisons are based upon total SBE spend and not Total spend<sup>2</sup>.

<sup>1</sup> To prevent double counting, minority-female owned companies are counted with the minority group only. Women SBEs consist only of white-female owned companies.

<sup>2</sup> The SBE Report compares demographic groups to total SBE spend and total spend. Attachment II shows how the various ethnic groups fare within the targeted SBE group. Demographic groups are also compared to Total spend in Attachment III. Businesses are not targeted based on race/gender, because the City does not have a MBE/WBE program.

## **2014 Third Quarter Certification**

Certification is for two years at which businesses must renew their certification. If businesses do not renew, the certification expires. OCC received 50 SBE applications in Third quarter 2014, most were renewals. To date, OCC has 452 certified SBEs (including 24 Banks SBEs) in the data base.

The Office of Contract Compliance is near completion with the new certification on-line system software, B2Gnow. This sophisticated software system will be used by all city agencies with the advanced capability of tracking citywide expenditures with the certified SBEs. Training for all SBE Liaison will occur in the last quarter of 2014. Additional training will be provided for vendors both majority and subcontractors to aid in a more efficient tracking for each department dollars spent as well as harmonize the city wide reporting for the SBE Spend and inclusion influence. The City remains committed to growing opportunities for small businesses so that the entire community benefits. The City's new on-line web base system Vendor Compliance and Certification System (VCCS) is in the process of being rolled out to all city vendors.

## **2014 Third Quarter Outreach Highlights**

OCC outreach for recruitment included participating with five (5) City agencies initiated by SRL Consulting, Inc. encouraging increase in subcontracting for SBE's. The paradigm shift to this outreach segment is to focus on direct subcontractor matchmaking with prime contractors. Other campaign events included introduction of local community leaders to Mason Tillman Associates LTD concerning the City of Cincinnati Disparity Study. Outreach this quarter also took a step further by participating with the Mayor's Economic Inclusion Advisory Council to examine economic policies and inclusion procedures in the Cities of Cleveland, Ohio and Atlanta, Georgia. Third quarter outreach also included focus with private sector entities, and other non-profit agencies in the region to include the Business to Business Seminar with the Greater Cincinnati's African American Chamber, Urban League of Greater Cincinnati; and a panel discussion with the Small Business Administration regarding the City SBE Program.

The OCC's multi-year television show, *Government and Small Business*, airs six days a week on CitiCable. This programming provides useful information to, for and about small businesses.

## **2014 Third Quarter SBE Spend Report**

The 2014 Third quarter total expenditures with SBEs (SBE spend) are delineated in Attachment I. This document compares the total SBE spend to the total City vendor spend. The SBE spend report provides information broken down by geographical boundaries and categories representing the spending activity by the City with certified SBEs. The City's SBE annual categorical goals are 30% construction, 15% professional services and 15% supplies/services. There are no quarterly goals.

The data is generated from the Cincinnati Financial System (CFS) using object codes and the current on-line tracking system of SubConTrak. The SubConTrak system is an automated technically coded tracking system that interfaces with the CFS system to capture direct spend with SBEs and indirect spend with SBEs. Direct SBE spend happens when the City pays dollars directly to a certified SBE; indirect spend happens when payment is made to a certified SBE through a subcontracting scenario. The Third quarter SBE vendor spend for construction is 23.5%, 22.9% for professional services and 10.2% for supplies/services. The quarterly SBE reports allow the City Administration to make an assessment of where it is in meeting the annual categorical goals and strategize or plan for the months to follow.

## 2014 Third Quarter SBE Spend Report by Race and Gender

Tracking of the City's SBE spend with businesses based on race and gender is delineated in Attachment II and Attachment III compares total SBE spend (or total expenditures with certified SBEs) to the expenditures of certified SBEs that voluntarily identified race and gender. Attachment II does the comparison of spend with SBEs that voluntarily identified race and gender to total spend. The City accesses information on race and gender when businesses provide the information voluntarily on the SBE application. Race and gender information provided by businesses is not confirmed because the City Council adopted SBE Program is race and gender neutral.

### Conclusion

The quarterly reports are a picture of how the City is doing in reaching the annual categorical goals. An assessment of the quarterly reports provides information to determine if the City is on target of meeting the annual categorical goals of 30% construction, 15% professional services and 15% supplies/services. The information gathered each quarter is used to strategize for the coming months in meeting and/or exceeding the annual categorical goals.

All departments are being very cooperative and pro-active in meeting the City's SSE goals.

C: Theresa T. Stark, Interim Contract Compliance Officer

Attachments: City of Cincinnati SBE Spend, Attachment I  
City of Cincinnati Demographic Spend to total SBE Spend, Attachment II  
City of Cincinnati Demographic Spend to Total Spend Attachment III<sup>1</sup>  
City of Cincinnati Department's SBE Spend, Attachment IV<sup>4</sup>

---

<sup>1</sup> The SBE Report compares demographic groups to total SBE spend and total spend. Attachment II shows how the various ethnic groups fare within the targeted SBE group. Demographic groups are also compared to Total spend in Attachment III. Businesses are not targeted based on race/gender, because the City does not have a MBE/WBE program.

<sup>4</sup> Subject to change as more contracting SBE Spend come on line.

Companies race/gender status is subject to changes based upon a change in ownership or change in reported information by company.

\* MSD has its own SBE program, therefore its expenditures are not included in this report

**City of Cincinnati SBE Report - Actual Dollars Spent - Excludes MSD Expenditures\***  
**Between 7/1/2014 and 9/30/2014**

<b>SBE Spend in Hamilton County</b>				
Category	SBE Spend	Non-SBE Spend	All Spend	Percent SBE Spend
Construction	\$8,394,108	\$27,340,665	\$35,734,773	23.5%
Prof Services	\$1,557,973	\$5,250,501	\$6,808,475	22.9%
Supplies/Services	\$1,035,650	\$9,121,339	\$10,156,989	10.2%
GRAND TOTAL	\$10,987,732	\$41,712,506	\$52,700,237	20.8%

<b>SBE Spend in Cincinnati</b>				
Category	SBE Spend	Non-SBE Spend	All Spend	Percent SBE Spend
Construction	\$5,413,751	\$13,805,269	\$19,219,020	28.2%
Prof Services	\$916,787	\$3,382,600	\$4,299,387	21.3%
Supplies/Services	\$777,936	\$3,904,517	\$4,682,453	16.6%
GRAND TOTAL	\$7,108,474	\$21,092,386	\$28,200,861	25.2%

<b>SBE Spend regardless of Location</b>				
Category	SBE Spend	Non-SBE Spend	All Spend	Percent SBE Spend
Construction	\$8,394,108	\$31,102,133	\$39,496,242	21.3%
Prof Services	\$1,557,973	\$7,797,102	\$9,355,075	16.7%
Supplies/Services	\$1,035,650	\$18,549,963	\$19,585,614	5.3%
GRAND TOTAL	\$10,987,732	\$57,449,198	\$68,436,930	16.1%

Note: SBE goal attainment is based on percentage of City Certified SBE dollars spent as compared to total dollars spent in Hamilton County.

Non-competitive expenditures and contracts awarded to nonprofits, other government entities and interdepartmental transactions are excluded from the SBE Report

\* MSD has its own SBE Program, therefore its expenditures are not included in this report.

12/16/2014

# Demographic Breakdown of City of Cincinnati SBE Spend - Excludes MSD Expenditures\* Between 7/1/2014 and 9/30/2014

## SBE Minority/Female Spend in Hamilton County

Category	African America	Asian America	Hispanic	Native America	MBE	White Female	White Male	Undeclared	Total SBE Vendors
Construction	\$1,804,329 21.5%	\$102,895 1.2%	\$20,324 0.2%	\$0 0.0%	\$1,927,548 23.0%	\$730,007 8.7%	\$5,230,116 62.3%	\$506,438 6.0%	\$8,394,108
Prof Services	\$305,809 19.6%	\$321,883 20.7%	\$32,175 2.1%	\$0 0.0%	\$659,866 42.4%	\$379,426 24.4%	\$481,288 30.9%	\$37,393 2.4%	\$1,557,973
Supplies/Services	\$211,414 20.4%	\$0 0.0%	\$0 0.0%	\$0 0.0%	\$211,414 20.4%	\$541,129 52.3%	\$261,513 25.3%	\$21,595 2.1%	\$1,035,650
GRAND TOTAL	\$2,321,551 21.1%	\$424,778 3.9%	\$52,499 0.5%	\$0 0.0%	\$2,798,828 25.5%	\$1,650,561 15.0%	\$5,972,916 54.4%	\$565,427 5.1%	\$10,987,732

## SBE Minority/Female Spend in Cincinnati

Category	African America	Asian America	Hispanic	Native America	MBE	White Female	White Male	Undeclared	Total SBE Vendors
Construction	\$1,624,170 30.0%	\$77,589 1.4%	\$20,324 0.4%	\$0 0.0%	\$1,722,082 31.8%	\$250,898 4.6%	\$3,356,030 62.0%	\$84,741 1.6%	\$5,413,751
Prof Services	\$226,790 24.7%	\$197,784 21.6%	\$0 0.0%	\$0 0.0%	\$424,573 46.3%	\$254,905 27.8%	\$199,916 21.8%	\$37,393 4.1%	\$916,787
Supplies/Services	\$155,624 20.0%	\$0 0.0%	\$0 0.0%	\$0 0.0%	\$155,624 20.0%	\$395,617 50.9%	\$216,602 27.8%	\$10,094 1.3%	\$777,936
GRAND TOTAL	\$2,006,583 28.2%	\$275,372 3.9%	\$20,324 0.3%	\$0 0.0%	\$2,302,279 32.4%	\$901,419 12.7%	\$3,772,548 53.1%	\$132,228 1.9%	\$7,108,474

## SBE Minority/Female Spend regardless of Location

Category	African America	Asian America	Hispanic	Native America	MBE	White Female	White Male	Undeclared	Total SBE Vendors
Construction	\$1,804,329 21.5%	\$102,895 1.2%	\$20,324 0.2%	\$0 0.0%	\$1,927,548 23.0%	\$730,007 8.7%	\$5,230,116 62.3%	\$506,438 6.0%	\$8,394,108
Prof Services	\$305,809 19.6%	\$321,883 20.7%	\$32,175 2.1%	\$0 0.0%	\$659,866 42.4%	\$379,426 24.4%	\$481,288 30.9%	\$37,393 2.4%	\$1,557,973
Supplies/Services	\$211,414 20.4%	\$0 0.0%	\$0 0.0%	\$0 0.0%	\$211,414 20.4%	\$541,129 52.3%	\$261,513 25.3%	\$21,595 2.1%	\$1,035,650
GRAND TOTAL	\$2,321,551 21.1%	\$424,778 3.9%	\$52,499 0.5%	\$0 0.0%	\$2,798,828 25.5%	\$1,650,561 15.0%	\$5,972,916 54.4%	\$565,427 5.1%	\$10,987,732

This report shows the percentage of the SBE-MBE and SBE-WBE spend compared to total SBE spend, not total City spend. To compare SBE-MBE and SBE-WBE spend to the total City spend may understate the percentages due to additional MBE's and WBE's not being certified SBE's.

Non-competitive expenditures and contracts awarded to nonprofits, other government entities and interdepartmental transactions are excluded from the SBE Report. Companies race/gender status is subject to changes based upon a change in ownership or change in reported information by company.

\* MSD has its own SBE program, therefore MSD's expenditures are not included in this report.

Information on race/gender is not verified or confirmed. The City's SBE Program is race/gender neutral.

12/16/2014

**Total City of Cincinnati Spend - SBE Demographic Breakdown - Excludes MSD Expenditures\***  
**Between 7/1/2014 and 9/30/2014**

<b>SBE Minority/Female Spend in Hamilton County</b>							
Category	African America	Asian America	Hispanic	Native America	White Female	White Male	Total SBE Vendors
Construction	\$1,804,329 5.0%	\$102,895 0.3%	\$20,324 0.1%	\$0 0.0%	\$730,007 2.0%	\$5,230,116 14.6%	\$8,394,108 23.5%
Prof Services	\$305,809 4.5%	\$321,883 4.7%	\$32,175 0.5%	\$0 0.0%	\$379,426 5.6%	\$481,288 7.1%	\$1,557,973 22.9%
Supplies/Services	\$211,414 2.1%	\$0 0.0%	\$0 0.0%	\$0 0.0%	\$541,129 5.3%	\$261,513 2.6%	\$1,035,650 10.2%
GRAND TOTAL	\$2,321,551 4.4%	\$424,778 0.8%	\$52,499 0.1%	\$0 0.0%	\$1,650,561 3.1%	\$5,972,916 11.3%	\$10,987,732 20.8%
							\$52,700,237

<b>SBE Minority/Female Spend in Cincinnati</b>							
Category	African America	Asian America	Hispanic	Native America	White Female	White Male	Total SBE Vendors
Construction	\$1,624,170 8.5%	\$77,589 0.4%	\$20,324 0.1%	\$0 0.0%	\$250,898 1.3%	\$3,356,030 17.5%	\$5,413,751 28.2%
Prof Services	\$226,790 5.3%	\$197,784 4.6%	\$0 0.0%	\$0 0.0%	\$254,905 5.9%	\$199,916 4.6%	\$916,787 21.3%
Supplies/Services	\$155,624 3.3%	\$0 0.0%	\$0 0.0%	\$0 0.0%	\$395,617 8.4%	\$216,602 4.6%	\$777,936 16.6%
GRAND TOTAL	\$2,006,583 7.1%	\$275,372 1.0%	\$20,324 0.1%	\$0 0.0%	\$901,419 3.2%	\$3,772,548 13.4%	\$7,108,474 25.2%
							\$4,299,387
							\$4,682,453
							\$28,200,861

<b>SBE Minority/Female Spend regardless of Location</b>							
Category	African America	Asian America	Hispanic	Native America	White Female	White Male	Total SBE Vendors
Construction	\$1,804,329 4.6%	\$102,895 0.3%	\$20,324 0.1%	\$0 0.0%	\$730,007 1.8%	\$5,230,116 13.2%	\$8,394,108 21.3%
Prof Services	\$305,809 3.3%	\$321,883 3.4%	\$32,175 0.3%	\$0 0.0%	\$379,426 4.1%	\$481,288 5.1%	\$1,557,973 16.7%
Supplies/Services	\$211,414 1.1%	\$0 0.0%	\$0 0.0%	\$0 0.0%	\$541,129 2.8%	\$261,513 1.3%	\$1,035,650 5.3%
GRAND TOTAL	\$2,321,551 3.4%	\$424,778 0.6%	\$52,499 0.1%	\$0 0.0%	\$1,650,561 2.4%	\$5,972,916 8.7%	\$10,987,732 16.1%
							\$39,496,242
							\$9,355,075
							\$19,585,617
							\$68,436,930

Note: SBE goal attainment is based on percentage of City Certified SBE dollars spent as compared to total dollars spent in Hamilton County. Non-competitive expenditures and contracts awarded to nonprofits, other government entities and interdepartmental transactions are excluded from the SBE Report

Companies race/gender status is subject to changes based upon a change in ownership or change in reported information by company.

\* MSD has it's own SBE program, therefore its expenditures are not included in this report.

12/16/2014

## Attachment IV

2014 Third Quarter

# City of Cincinnati



Interdepartmental Correspondence Sheet  
Office of Contract Compliance

Date: October 22, 2012

To: Job Growth Committee  
From: Milton Dohoney, Jr., City Manager  
Subject: SBE SECOND QUARTER REPORT BACKGROUND INFORMATION

In the Job Growth Committee of October 8, 2012, committee members asked for background information on the certified SBEs that received payments in the Second Quarter SBE Report. Attached are spreadsheets providing information on the certified SBEs as requested. The questions from the committee members were centered on comparing the City spend between SBEs of African American owned companies and SBEs of Women owned companies. As the information is provided, please keep in mind that the City's Small Business Enterprise Program is race and gender neutral. Certification or eligibility for certification is not based on race or gender. Since the City's legal SBE Program is race and gender neutral, information provided on race and gender is not confirmed or verified. Also, please note that the SBE report only deals with firms that have been certified as a *small* business. There may be African American owned firms or Women owned firms who never seek certification, but receive contracts and payments from the City.

The City collects information on race and gender through two separate processes. The SBE Applications (there are five separate SBE applications) request information on race and gender. It is noted on the applications that the information is collected for informational purposes only and that it is voluntarily. The second process where the City collects information on race and gender is tied to the City's Equal Employment Opportunity Program. All companies with at least fifteen (15) employees given a contract in excess of \$5,000 must complete the EEO form 147. The structure of the SBE Application and the EEO Form 147 do not match and serve separate purposes.

The comparison of the two groups is listed below.

1. There were 35 companies delineated on the list for African American owned companies that received payments.
2. There were 36 companies delineated on the list for Women owned companies that received payments.
3. The driving industry or the top categories with the most expenditures for the African American owned companies were: temporary personnel placement and construction.
4. The driving industry or the top categories with the most expenditures for the Women owned companies were: construction, supplies and temporary personnel placement.
5. It is anticipated that the percentage in spend for both categories, African American owned companies and Women owned companies will experience a significant decrease in expenditures in the following quarters. Focus Solutions' (an African American owned company) SBE certification has expired. In Second Quarter Focus Solutions received \$361,996.25 or 37% of the African American spend. In order for expenditures to count for SBE purposes, the company must be certified at the time of payment. B&J Electric changed ownership from a white female owned company (B&J Electric reported female ownership since 2003 until its last renewal) to a white male owned company. B&J's SBE spend in second quarter was \$575,260.94 or 23% of the Women owned spend.

This lead to the discussion of the data challenges the City faces when reporting on race and gender. As stated previously, companies complete two separate forms when reporting information on race and gender.



201300028

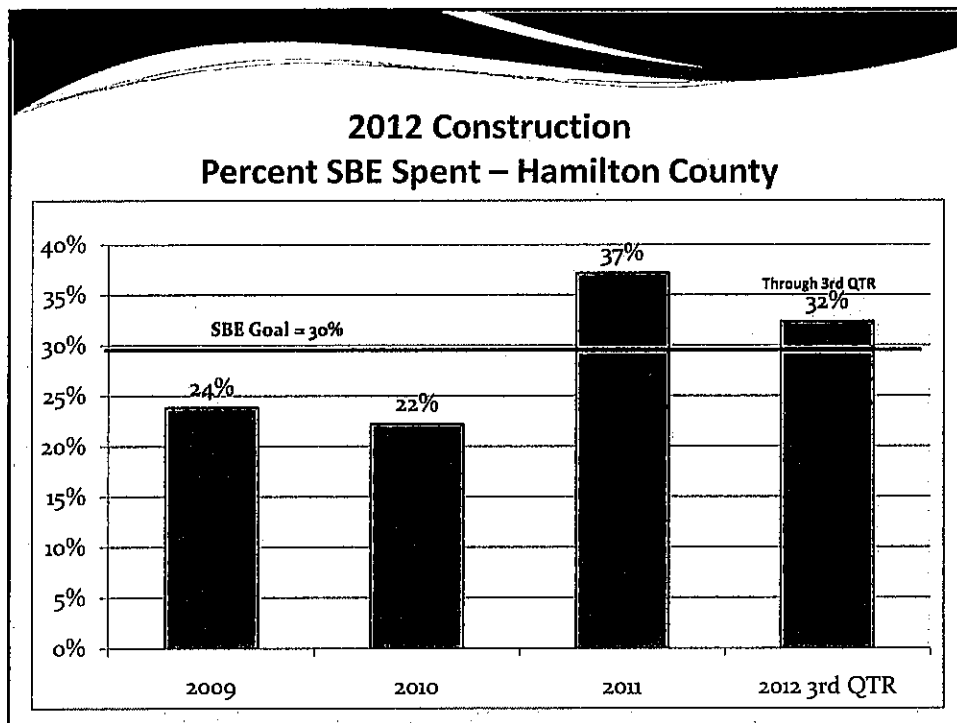
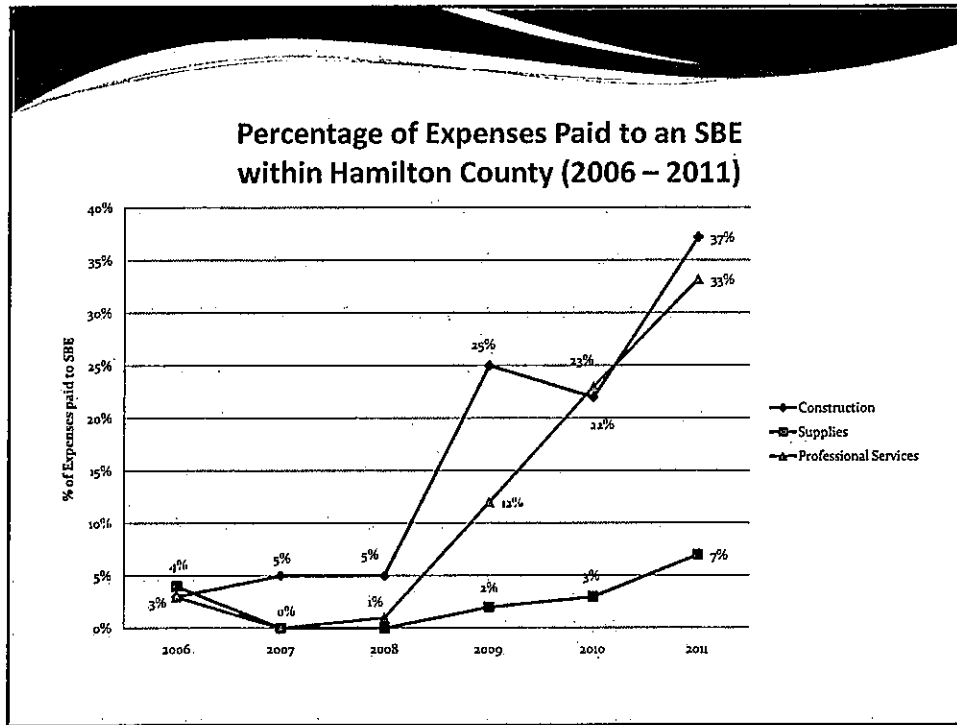
## **Job Growth Committee SBE Update**

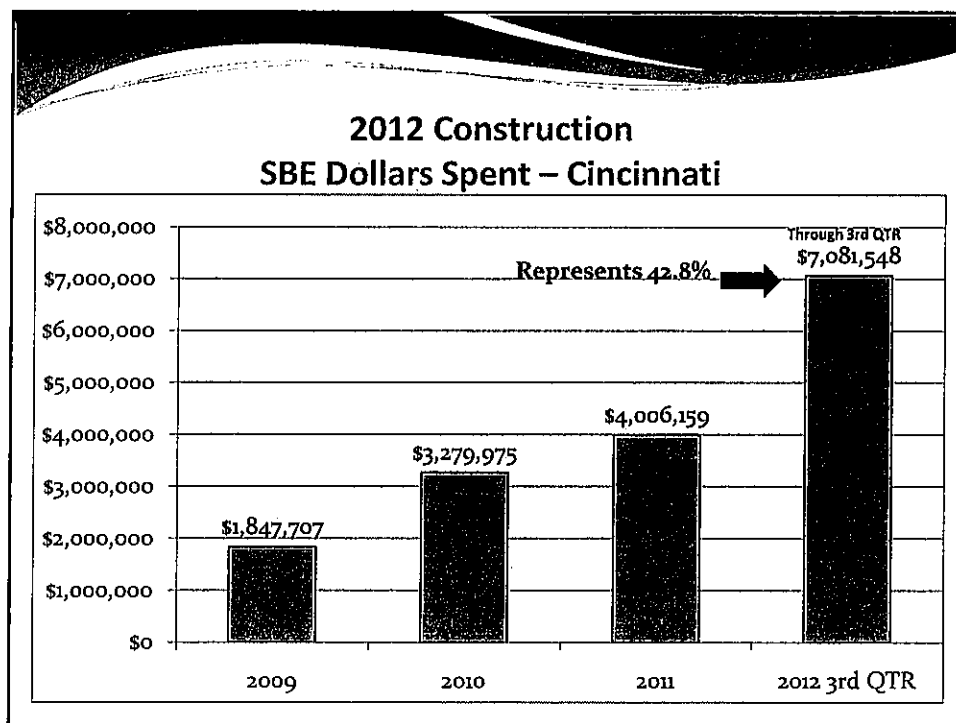
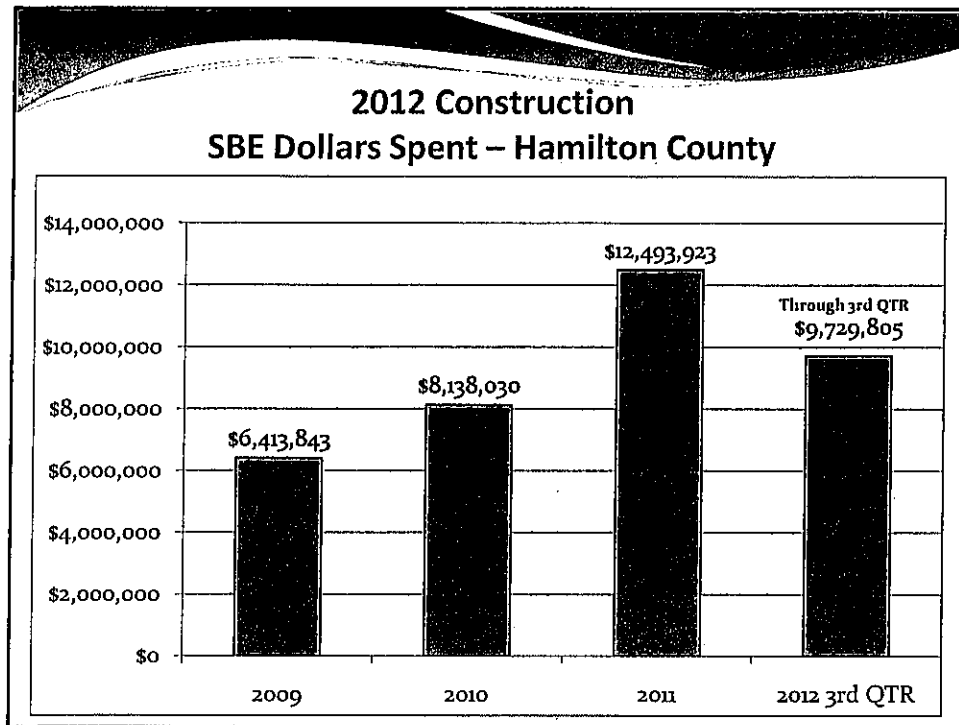
**December 17, 2012**



### **Presentation Outline**

- ◉ Historical SBE
- ◉ Review GCWW SBE spent through the 3<sup>rd</sup> Quarter 2012:
  - ◉ Construction
  - ◉ Professional Services
  - ◉ Supplies and Service
- ◉ Next Steps





## 2012 Construction Spending (through 3<sup>rd</sup> quarter)

### Top 10 Contractors

ADAMS ROBINSON ENTERPRISES, INC	\$3,956,880.60
ADLETA, INC	\$3,758,991.44
HARTMAN & SMITH CONSTRUCTION CO	\$3,477,696.61
RACK & BALLAUER EXCAVATING CO **	\$2,851,711.96
DUGAN & MEYERS CONSTRUCTION CO	\$2,735,369.23
FORD DEVELOPMENT CORP	\$2,698,570.26
FRED A NEMANN	\$2,489,476.65
CALDWELL TANKS, INC	\$2,316,697.42
LARRY SMITH CONTRACTORS, INC	\$1,564,065.69
PRUS CONSTRUCTION CO **	\$1,529,362.61

\*\* Registered SBE

### SBE Sub Contractors (48%)

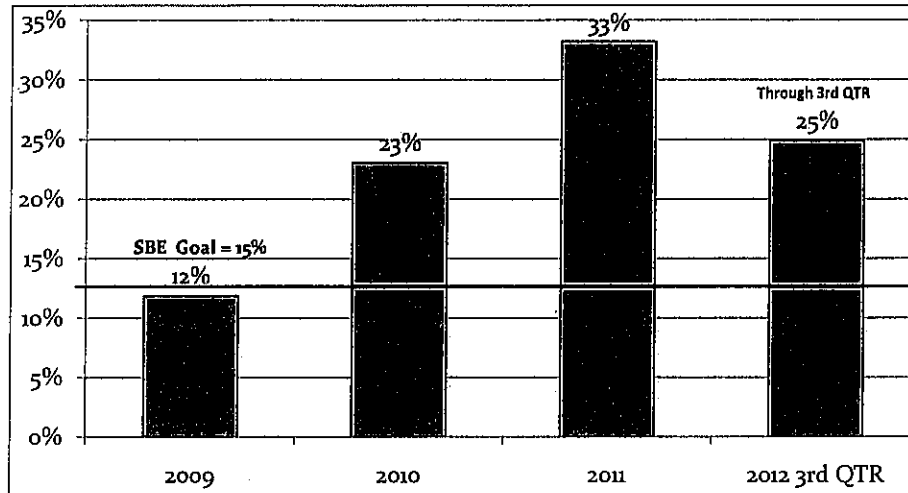
- Ashcraft Sand & Gravel
- Bernard Concrete Cutting
- Brahan LLC
- Cousin Construction
- Falcon Materials
- Geiger Construction Products
- Hayes Concrete
- Harrison Excavating & Haul
- Jostin Construction
- Lucas Supply
- Prus Construction
- Queen City Blacktop
- Rack & Bauläuer
- Rod-Techs
- Smalls Indus Supply
- Spurlino Materials
- Xtreme reinforcing

## Water Main Construction

	2011	2012 *
Total Number of Projects	23	19
Average Project Value (\$)	\$1.27M	\$1.16M
Project Range (\$)	\$258K - \$3.47M	\$112K - \$2.73M
Number of Projects < \$1.5M	16 (70%)	15 (79%)
Number of Projects > \$1.5M < \$2.0M	4 (17%)	2 (11%)
Number of Projects > \$2.0M	3 (13%)	2 (11%)
Total Bids Received for All Projects	142 (6/Project)	129 (7/project)
SBE Prime Contractors		4

\* Through October

### 2012 Professional Services Percent SBE Spent – Hamilton County



### Professional Services Top Ten (2012)

RA CONSULTANTS **	\$351,535.01
BURKHART GROUP, LLC	\$257,403.46
MARGOLIS, AINSWORTH & KINLAW	\$241,503.38
SOFT VISTA, INC **	\$238,563.09
EMA, INC	\$199,270.17
FOREST BROWN TODD, LLC	\$186,574.91
SOURCELINK OHIO, LLC	\$185,743.07
BLACK & VEATCH CORP	\$143,429.25
IDMODELING, INC	\$136,234.79
CH2M HILL	\$124,079.38

Year	Professional Services Regardless of Location				Notes
	SBE	Non SBE	Total	% SBE	
2009	\$529,675	\$5,300,892	\$5,830,568	9.1%	
2010	\$1,086,498	\$5,042,961	\$6,129,459	17.7%	
2011	\$1,120,323	\$4,014,362	\$5,134,685	21.8%	
2012	\$444,084	\$2,525,252	\$2,969,336	15.0%	Through 3rd quarter

MSA's every 4 years; Total MSA 9 (includes 2 SBE's)

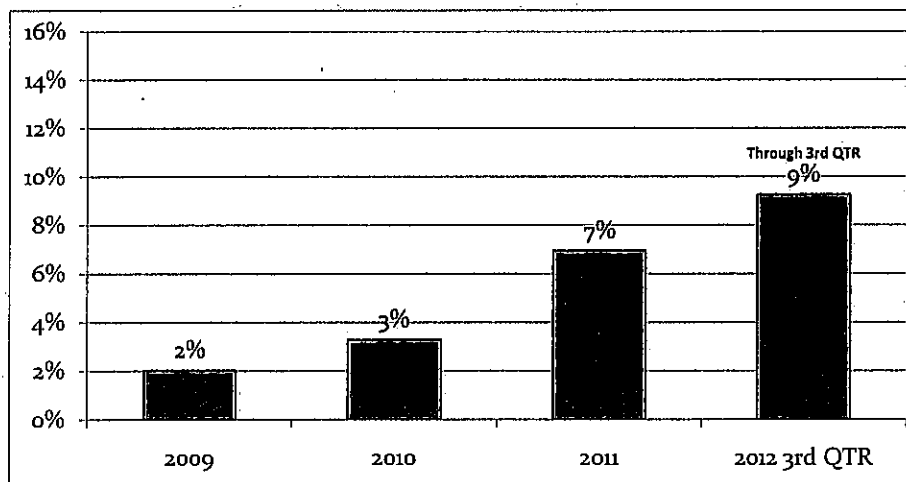
\*\* Registered SBE

### Supplies and Services Top 10 Vendors (2012 through 3<sup>rd</sup> quarter)

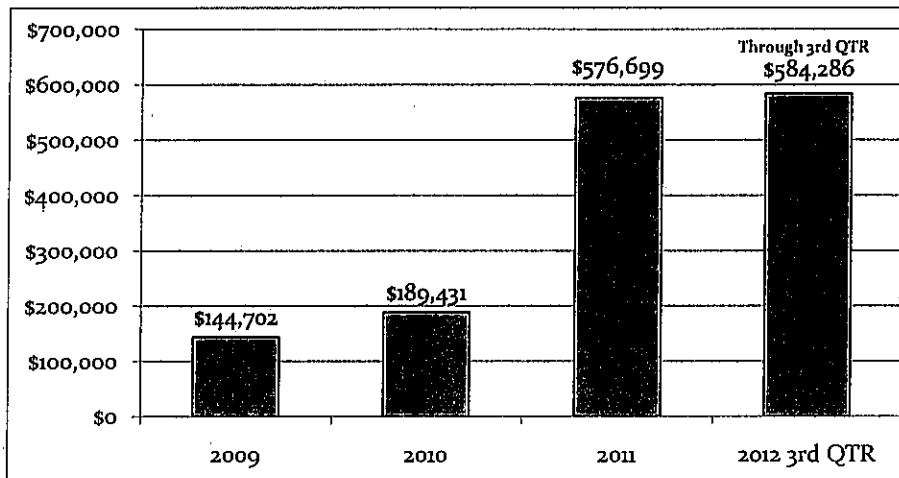
USALCO, LLC	\$660,680.17	* Alum
UNIVAR USA, INC	\$563,967.49	* Chlorine
HD SUPPLY WATERWORKS LTD	\$551,659.23	* Valves/Pipes/Fittings
NEPTUNE TECH GROUP, INC	\$549,074.83	* Meters
MAINLINE SUPPLY OF ATLANTA, LLC	\$540,548.64	* Pipe
CHEMICALS, INC	\$401,642.74	* Chemicals
FRED A NEMANN, CO	\$361,832.41	Contractor
SOURCELINK, LLC	\$294,308.06	Printing
MOSAIC CROP NUTRITION, LLC	\$293,562.89	* Phosphate
VENTYX, INC	\$280,286.00	* Software
	<u>\$4,497,562.46</u>	

Year	Supplies and Services Regardless of Location				Notes
	SBE	Non SBE	Total	% SBE	
2009	\$144,702	\$17,410,319	\$17,555,021	0.8%	
2010	\$189,431	\$14,273,167	\$14,462,598	1.3%	
2011	\$576,699	\$16,100,794	\$16,677,493	3.5%	
2012	\$584,286	\$10,431,067	\$11,015,353	5.3%	Through 3rd quarter

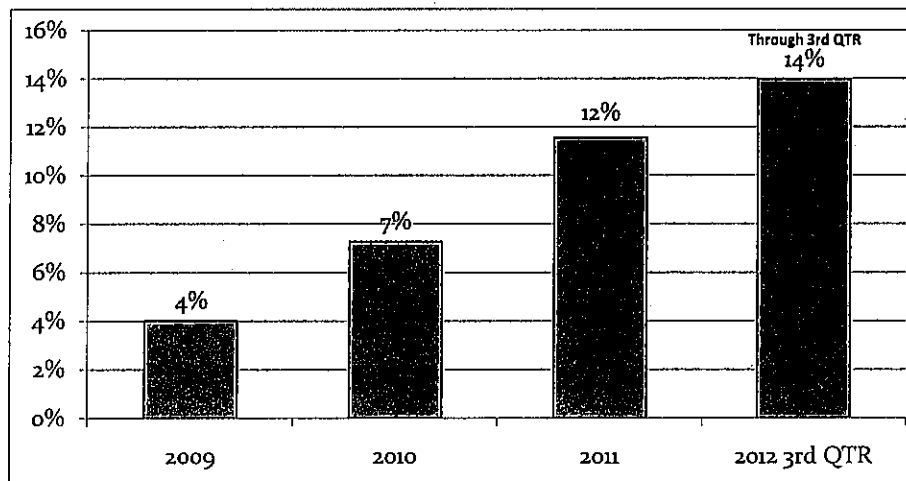
### 2012 Supplies and Services Percent SBE Spent – Hamilton County



### 2012 Supplies and Services SBE Dollars Spent – Hamilton County

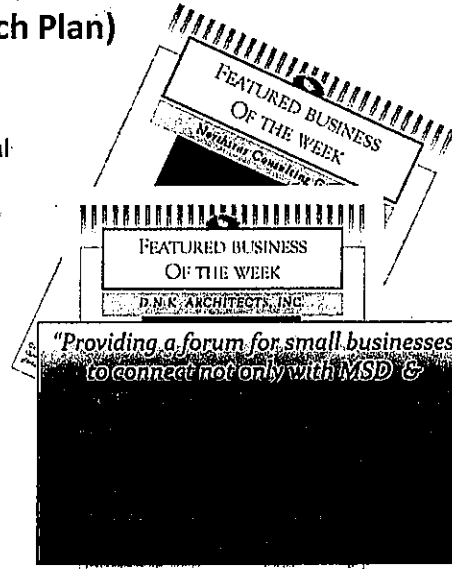


### 2012 Supplies and Services Percent SBE Spent – Cincinnati



## SBE Equal Opportunity Corrective Action (Outreach Plan)

- Partnering with MSD
- Focused Outreach Program
  - Showcases MBE/WBE's to potential Prime/SBE partners
- Construction Contractor Development Workshops
- Assistance with developing Decision Support System
- Seek Policy Support
- Introduction of water industry as a business to SBE/MBE/WBE partners



## Future Action Items – Joint Utility Management Assessment

### Deliverables

- Establish one Small Business Enterprise Manager and process to document and track SBE, WBE and MBE data for all three utilities
- Establish performance metrics for tracking SBE, WBE and MBE vendors for the joint utility with a consistent reporting and review period

### Benefits

- Consistent SBE, MBE and WBE process and tracking approach for all three utilities
- Consistent monitoring and reporting of SBE, MBE and WBE data for the joint utilities





QUESTIONS?

Information on race gender is not verified/confirmed.  
Eligibility is not based on race gender.

Company	Owner	Race	Industry	Spend
ABEL BUILDING SYSTEMS	Maria Ruffin	AfricanAmerican	Supplies/Services	4972
ALLEN PITTMAN	Allen Pittman	AfricanAmerican	Construction	120
APPROPRIATE JANITORIAL LLC	Tina Bayne	AfricanAmerican	Supplies/Services	774
CALLOWAYS JANITORIAL SERVICES	Haniel Calloway	AfricanAmerican	Supplies/Services	22800
CHARNA V HOWELL	Charna V Howell	AfricanAmerican	Supplies/Services	27123
CLAMIS C CUNRY	Clamis C Cunry	AfricanAmerican	Construction	0
DAWNIZAL LLC	William Scott	AfricanAmerican	Supplies/Services	294
DNK ARCHITECTS INC	David Kirk	AfricanAmerican	Construction	10696.44
DON SCRUGGS SERVICES INC	Don Scruggs	AfricanAmerican	Prof Services	11194.5
DON SCRUGGS SERVICES INC	Don Scruggs	AfricanAmerican	Supplies/Services	1360
ED MCCALL	Ed McCall	AfricanAmerican	Prof Services	3295
EDNA HAWKINS	Edna Hawkins	AfricanAmerican	Prof Services	373
ELLINGTON MANAGEMENT SERV INC	Eugene Ellington	AfricanAmerican	Prof Services	15000
EMH ENTERPRISES LLC	Ernestine Morgan	AfricanAmerican	Supplies/Services	9642.32
ERCON SITE CONSTRUCTION LLC	Korey Jordan	AfricanAmerican	Construction	16966
FOCUS SOLUTIONS, INC	Zola Stewart	AfricanAmerican	Construction	2316
FOCUS SOLUTIONS, INC	Zola Stewart	AfricanAmerican	Prof Services	299820.4
FOCUS SOLUTIONS, INC	Zola Stewart	AfricanAmerican	Supplies/Services	59859.84
HEAVEN AND EARTH CLEANING INC	Ralph A. Leach	AfricanAmerican	Supplies/Services	9293.77
HOLLAND & HOLLAND, INC.	Clayburn Holland	AfricanAmerican	Construction	66028.5
JAMES EUGENE CLINGMAN	James E. Clingman	AfricanAmerican	Prof Services	5800
JEWEL WIGGINS	Jewel Wiggins	AfricanAmerican	Prof Services	3950
JEWEL WIGGINS	Jewel Wiggins	AfricanAmerican	Supplies/Services	486.12
JUSTIN CONSTRUCTION INC	Albert Smith	AfricanAmerican	Construction	29104.34
JSCS GROUP, INC	John Harmon	AfricanAmerican	Supplies/Services	1915
KEVIN PATRICK BANKS	Kevin Patrick Banks	AfricanAmerican	Construction	3017.6
LOUIS WILLIAMS JR	Louis Williams Jr	AfricanAmerican	Construction	33579.5
MICHAEL LARONDO MITCHELL	Michael Mitchell	AfricanAmerican	Prof Services	250
NEXTLEVEL TRANSPORTATION SERV	Richard Coleman	AfricanAmerican	Prof Services	26481
NORTHSIDE CONSTR & SUPPLY	Gregory Webb	AfricanAmerican	Construction	0
OGIS COMMUNICATION GROUP INC	Osford Ogis	AfricanAmerican	Supplies/Services	2428.9
PCS TECHNOLOGIES	Pete Constantinas	AfricanAmerican	Supplies/Services	30733.7
QUALITY PARTNERS II, LLC	Ralph Nelson	AfricanAmerican	Construction	11150
				11085

**Attachment I.**

Company Name	Individual Name	Ethnicity	Industry	Revenue
R. KELLY INC.	Raymond Kelly	African American	Construction	461.94
RAESHON M. MANSOOR	Raeshon M. Mansoor	African American	Prof Services	800
ROD-TECHS, INC.	Christopher Packer	African American	Construction	167604
RWB PROPERTIES AND CONSTRUCTION	Rodrigo Williams	African American	Construction	2818.24
RWB PROPERTIES AND CONSTRUCTION	Rodrigo Williams	African American	Supplies/Services	495.18
SPEEDY MAINTENANCE SERVICE, LL	Olin Stevens	African American	Construction	18076.34
WMM CARGILE CONSTRUCTION INC.	Carol Cargile	African American	Construction	64567.5
				976732.1

Information on race gender is not verified/confirmed.  
Eligibility is not based on race gender.

ACCENT SIGNS, LLC	Julie Wentzel	Supplies/Services	9245
ACT RECYCLING	Lyndee Wayne	Construction	35165
AFFORDABLE LANGUAGE SERV LTD	Lynn Eilers	Prof Services	48868.95
AFFORDABLE LANGUAGE SERV LTD	Lynn Eilers	Supplies/Services	281.61
ALVIS LANDSCAPE AND GOLF COUR	Lisa Mozely	Construction	93
ALVIS LANDSCAPE AND GOLF COUR	Lisa Mozely	Supplies/Services	8580.99
ARRASMITH PROMOTIONS LLC	Kim Arrasmitth-Bradley	Supplies/Services	1057.17
B & J ELECTRICAL CO INC	Michael G Doerger	Construction	502734.3
B & J ELECTRICAL CO INC	Michael G Doerger	Prof Services	63393.96
B & J ELECTRICAL CO INC	Michael G Doerger	Supplies/Services	9132.5
BRAMAN, LLC	Crissey Eliot	Construction	933031.7
CINCINNATI WINDOW SHADE, INC.	Janet Frederick	Supplies/Services	1985
CYNDIS GARDEN CENTER	Amy Huismann	Prof Services	9811.78
CYNDIS GARDEN CENTER	Amy Huismann	Supplies/Services	5100.81
DOV GRAPHICS	Gayle Sherman	Supplies/Services	12312.06
ELEX INC	Mary Powers	Construction	70903.97
ELEX INC	Mary Powers	Supplies/Services	47944.35
FIRST STAR SAFETY LLC	Kelly Hollatz	Construction	27076.86
FISCUS TRUCKING & EXCAVATING I	Dave W. Fiscus	Construction	52852
INTERIOR SERVICES INC. DBA ENR	Dawn Schwartzman	Supplies/Services	5896.4
US SOAP & SUPPLY CO INC	Vickie Wira	Supplies/Services	26057.85
J-I FIRE SYSTEMS	June Crayton	Prof Services	1060
J-I FIRE SYSTEMS	June Crayton	Supplies/Services	2777
KERAMIDA ENVIRO INC	Vasiliki Keramida	Construction	9217.41
KERAMIDA ENVIRO INC	Vasiliki Keramida	Prof Services	16771.94
LEE PERSONNEL INC	Gloria Suslar	Construction	1801.8
LEE PERSONNEL INC	Gloria Suslar	Prof Services	75477.24
LEE PERSONNEL INC	Gloria Suslar	Supplies/Services	203123.1
MAE CONSULTING	Denise Baruck	Prof Services	54611.25
MAX TECHNICAL TRAINING	Denise Baruck	Prof Services	8222
MOELLER CONSTRUCTION	Kimberley Moeller	Construction	62171
NORTHSTAR CONSULTING GROUP INC	Elizabeth Rushing	Prof Services	4412
NORTHWOOD HARDWARE & SUPPLY CO	Kathy Chabot	Supplies/Services	782.5
PHOTO LTD. SYSTEMS & SUPPLIES,	Elaine Westmann	Supplies/Services	405.9
PSYCH MASONRY LLC	Kim Turner	Construction	9235.43
RAINBOW ENVIRONMENTAL SERVICES	Sonya Wilson	Construction	29895.25
RAINBOW ENVIRONMENTAL SERVICES	Sonya Wilson	Supplies/Services	1228

Information on race gender is not verified/confirmed.  
Eligibility is not based on race gender.

Attachment II

RICHARDS TOOL & SUPPLY INC	Linda Rippy	Supplies/Services	2315.3
SANDER SPECIALTY PRODUCTS INC	Patricia Sander	Supplies/Services	1847.24
SECURITY FENCE GROUP INC	Christine Frankenstein	Construction	19795.63
SECURITY FENCE GROUP INC	Christine Frankenstein	Supplies/Services	7256.97
SERVICE GRAPHICS INC	Diane Snodgrass	Supplies/Services	17285
STARBOARD STRATEGY CORP.	Marie Gemell-Carroll	Prot Services	17034.85
SUSAN STROHOFFER VONDERHAAR	Susan Strohofer Vonderhaar	Prot Services	1199.98
XITREME REINFORCING INC	Elen Edwards	Construction	76003.97

Information on race gender is not verified/confirmed. Eligibility is not based on race gender.

Attachment III

BANSAL CONSTRUCTION, INC.	Anurag Bansal	Construction	AsianAmerican	50847.01
D.A.G. CONSTRUCTION CO., INC.	Dale White	Construction	AsianAmerican	215146.76
D.A.G. CONSTRUCTION CO., INC.	Dale White	Prof Services	AsianAmerican	1510
THOMAS O WILLINGHAM	Jonathan Willingham	Prof Services	AsianAmerican	3250
UNIQUE CONSTR SERV INC	Kamlesh A. Kolhari	Construction	AsianAmerican	3240.51

Information on race gender is not verified/confirmed. Eligibility is not based on race Gender.

Construction	(none)	FALSE	ALLISON LANDSCAPING, INC.	Robert Lake	740
Construction	(none)	FALSE	ALLISON LANDSCAPING, INC.	Robert Lake	389.5
Construction	(none)	FALSE	ALLISON LANDSCAPING, INC.	Robert Lake	313
Construction	(none)	FALSE	ALLISON LANDSCAPING, INC.	Robert Lake	73
Construction	(none)	FALSE	ALLISON LANDSCAPING, INC.	Robert Lake	100
Construction	(none)	FALSE	ALLISON LANDSCAPING, INC.	Robert Lake	149.1
Construction	(none)	FALSE	ALLISON LANDSCAPING, INC.	Robert Lake	100
Construction	(none)	FALSE	ALLISON LANDSCAPING, INC.	Robert Lake	320
Construction	(none)	FALSE	ALLISON LANDSCAPING, INC.	Robert Lake	100
Construction	(none)	FALSE	ASHCRAFT SAND & GRAVEL INC	Otis Ashcraft & Rick	124.89
Construction	(none)	FALSE	ASHCRAFT SAND & GRAVEL INC	Otis Ashcraft & Rick	23349.52
Construction	(none)	FALSE	ASHCRAFT SAND & GRAVEL INC	Otis Ashcraft & Rick	43952.63
Construction	(none)	FALSE	BERNARD CONCRETE CUTTING INC	Gregory Baldwin	1644
Construction	(none)	FALSE	CLIFT CONTRACTORS, INC.	Richard Bernard	250
Construction	(none)	FALSE	COUSIN CONSTRUCTION CO	John Clift	7100
Construction	(none)	FALSE	ENCORE PRECAST LLC	Sharon Von Hage	166000
Construction	(none)	FALSE	FALCON MATERIALS LLC	Wm. Elers	1202
Construction	(none)	FALSE	FALCON MATERIALS LLC	Jonathan Broshear	4171.35
Construction	(none)	FALSE	FALCON MATERIALS LLC	Jonathan Broshear	10867.3
Construction	(none)	FALSE	FISCUS TRUCKING & EXCAVATING I	Fiscus	1640.1
Construction	(none)	FALSE	FISCUS TRUCKING & EXCAVATING I	Fiscus	8000
Construction	(none)	FALSE	FOREVERGREEN LANDSCAPE COMPANY	Stephen Loeb	8200
Construction	(none)	FALSE	FOREVERGREEN LANDSCAPE COMPANY	Stephen Loeb	17417.07
Construction	(none)	FALSE	FOREVERGREEN LANDSCAPE COMPANY	Stephen Loeb	2812.5
Category	Minority	FALSE	GIBSON & SCHLEMMER CO	Stephen Loeb	46000
Construction	(none)	FALSE	GIBSON & SCHLEMMER CO	Jennifer Malony	84695
Construction	(none)	FALSE	GIBSON & SCHLEMMER CO	Jennifer Malony	Spend
Construction	(none)	FALSE	GIBSON & SCHLEMMER CO	Jennifer Malony	59978.75
Construction	(none)	FALSE	GOP LIMITED	Douglas Crawford &	520
Construction	(none)	FALSE	GRAYBACH LLC	Subach	358.42
Construction	(none)	FALSE	HARRISON EXCVTNG & HLNG LLC	William T. Harrison	272107.36
Construction	(none)	FALSE	HARRISON EXCVTNG & HLNG LLC	William T. Harrison	677.25
Construction	(none)	FALSE	HARRISON EXCVTNG & HLNG LLC	William T. Harrison	23281.74

White Male

Information on race gender is not verified/confirmed. Eligibility is not based on race Gender.

Construction	(none)	FALSE	HGC Construction Co	Steve Ship, M.	10400
Construction	(none)	FALSE	HGC Construction Co	Steve Ship, M.	-644696.96
Construction	(none)	FALSE	HGC Construction Co	Steve Ship, M.	-12944.4
Construction	(none)	FALSE	HGC Construction Co	Steve Ship, M.	-29104.34
Construction	(none)	FALSE	HGC Construction Co	Steve Ship, M.	-2353
Construction	(none)	FALSE	HGC Construction Co	Steve Ship, M.	-34105.79
Construction	(none)	FALSE	HGC Construction Co	Steve Ship, M.	-71613.91
Construction	(none)	FALSE	HGC Construction Co	Steve Ship, M.	-52743.6
Construction	(none)	FALSE	HGC Construction Co	Steve Ship, M.	551455.17
Construction	(none)	FALSE	HGC Construction Co	Steve Ship, M.	296106.83
Construction	(none)	FALSE	HUMAN NATURE INC	Manning & D.	1530.25
Construction	(none)	FALSE	IKOTA INC	Rastheed Shanirma	6400
Construction	(none)	FALSE	IKOTA INC	Rastheed Shanirma	6000
Construction	(none)	FALSE	IKOTA INC	Rastheed Shanirma	10240
Construction	(none)	FALSE	IKOTA INC	Rastheed Shanirma	6650
Construction	(none)	FALSE	IKOTA INC	Rastheed Shanirma	6800
Construction	(none)	FALSE	IKOTA INC	Rastheed Shanirma	5500
Construction	(none)	FALSE	Joe F. Pendley	Rastheed Shanirma	12700
Construction	(none)	FALSE	Joe F. Pendley	Joe Pendley	85.5
Construction	(none)	FALSE	JOHN E CARRIGAN PLUMBING CO INC	Joe Pendley	969
Construction	(none)	FALSE	JOHN H ZEUCH	John Carrigan	35792
Construction	(none)	FALSE	KEN NEYER PLUMBING INC	John Zeuch	4390
Construction	(none)	FALSE	Logan Creek LLC	Kenneth Neyer	12559.95
Construction	(none)	FALSE	Logan Creek LLC	Wendell Hanel	3200
Construction	(none)	FALSE	Logan Creek LLC	Wendell Hanel	1182
Construction	(none)	FALSE	Logan Creek LLC	Wendell Hanel	6495
Construction	(none)	FALSE	LUCAS SUPPLY	Wendell Hanel	24750
Construction	(none)	FALSE	LUCAS SUPPLY	Rhonda Kossen	128934.42
Construction	(none)	FALSE	PROJECT SKILLS INC	Rhonda Kossen	73562.74
Construction	(none)	FALSE	PRUS CONSTR CO	Dennis Nutley	1875
Construction	(none)	FALSE	PRUS CONSTR CO	Joseph Prus	103119.84
Construction	(none)	FALSE	PRUS CONSTR CO	Joseph Prus	-349.6
Construction	(none)	FALSE	PRUS CONSTR CO	Joseph Prus	-68981.47
Construction	(none)	FALSE	PRUS CONSTR CO	Joseph Prus	-70903.97
Construction	(none)	FALSE	PRUS CONSTR CO	Joseph Prus	-150341.05

White Male



Information on race gender is not verified/confirmed. Eligibility is not based on race Gender.

Construction	(none)	FALSE	PRUS CONSTR CO	Joseph Prus	59735.02
Construction	(none)	FALSE	PRUS CONSTR CO	Joseph Prus	75542.48
Construction	(none)	FALSE	PRUS CONSTR CO	Joseph Prus	7587.83
Construction	(none)	FALSE	PRUS CONSTR CO	Joseph Prus	24416.37
Construction	(none)	FALSE	PRUS CONSTR CO	Joseph Prus	409007.88
Construction	(none)	FALSE	PRUS CONSTR CO	Joseph Prus	92864.19
Construction	(none)	FALSE	PRUS CONSTR CO	Joseph Prus	34261.49
Construction	(none)	FALSE	PRUS CONSTR CO	Joseph Prus	24228.05
Construction	(none)	FALSE	QUEEN CITY BLACKTOP CO	Nancy Kelly	32129
Construction	(none)	FALSE	QUEEN CITY BLACKTOP CO	Nancy Kelly	82902.56
Construction	(none)	FALSE	QUEEN CITY BLACKTOP CO	Nancy Kelly	70541.63
Construction	(none)	FALSE	QUEEN CITY FENCE CONTRACTORS	Albert Brauning	82000
Construction	(none)	FALSE	R A MILLER CONSTRUCTION CO	Robert Miller	51571.77
Construction	(none)	FALSE	R A MILLER CONSTRUCTION CO	Robert Miller	36988.25
Construction	(none)	FALSE	R A MILLER CONSTRUCTION CO	Robert Miller	41852.82
Construction	(none)	FALSE	RA CONSULTANTS LLC	John Allen	41632.51
Construction	(none)	FALSE	RA CONSULTANTS LLC	John Allen	2973.88
Construction	(none)	FALSE	RA CONSULTANTS LLC	John Allen	72397.68
Construction	(none)	FALSE	RA CONSULTANTS LLC	John Allen	8358.95
Construction	(none)	FALSE	RA CONSULTANTS LLC	John Allen	7545.39
Construction	(none)	FALSE	RA CONSULTANTS LLC	John Allen	13440.9
Construction	(none)	FALSE	RACK & BALLAUER EXCAVATING CO.	Rack & Randy Rack	1193.13
Construction	(none)	FALSE	RACK & BALLAUER EXCAVATING CO.	Rack & Randy Rack	-250
Construction	(none)	FALSE	RACK & BALLAUER EXCAVATING CO.	Rack & Randy Rack	-4171.35
Construction	(none)	FALSE	RACK & BALLAUER EXCAVATING CO.	Rack & Randy Rack	-124.89
Construction	(none)	FALSE	RACK & BALLAUER EXCAVATING CO.	Rack & Randy Rack	-10867.3
Construction	(none)	FALSE	RACK & BALLAUER EXCAVATING CO.	Rack & Randy Rack	-128934.42
Construction	(none)	FALSE	RACK & BALLAUER EXCAVATING CO.	Rack & Randy Rack	10783.91
Construction	(none)	FALSE	RACK & BALLAUER EXCAVATING CO.	Rack & Randy Rack	242867.48
Construction	(none)	FALSE	RONALD F TAYLOR	Taylor	581989.16
Construction	(none)	FALSE	RONALD F TAYLOR	Taylor	275
Construction	(none)	FALSE	RONALD F TAYLOR	Taylor	1479.32
Construction	(none)	FALSE	RONALD F TAYLOR	Taylor	290
Construction	(none)	FALSE	RONALD F TAYLOR	Taylor	138
Construction	(none)	FALSE	RONALD F TAYLOR	Taylor	69

While Male

Information on race gender is not verified/confirmed. Eligibility is not based on race Gender.

Construction	(none)	FALSE	RONALD F TAYLOR	Taylor	219
Construction	(none)	FALSE	RONALD F TAYLOR	Taylor	100
Construction	(none)	FALSE	RONALD F TAYLOR	Taylor	110
Construction	(none)	FALSE	RONALD F TAYLOR	Taylor	149
Construction	(none)	FALSE	RONALD F TAYLOR	Taylor	375
Construction	(none)	FALSE	RONALD F TAYLOR	Taylor	125
Construction	(none)	FALSE	RONALD F TAYLOR	Taylor	2550
Construction	(none)	FALSE	RONALD F TAYLOR	Taylor	300.5
Construction	(none)	FALSE	RONALD F TAYLOR	Taylor	2462.35
Construction	(none)	FALSE	RONALD F TAYLOR	Taylor	135
Construction	(none)	FALSE	RONALD F TAYLOR	Taylor	387
Construction	(none)	FALSE	RONALD F TAYLOR	Taylor	800
Construction	(none)	FALSE	RONALD F TAYLOR	Taylor	317.86
Construction	(none)	FALSE	SEHLHORST EQUIPMENT SERVICES L	David & Daniel	149
Construction	(none)	FALSE	Servall Electric Company, Inc.	Brett Pogozalski	1350.63
Construction	(none)	FALSE	Servall Electric Company, Inc.	Brett Pogozalski	-69331.91
Construction	(none)	FALSE	Servall Electric Company, Inc.	Brett Pogozalski	6074.8
Construction	(none)	FALSE	Servall Electric Company, Inc.	Brett Pogozalski	42912.66
Construction	(none)	FALSE	SMALLS INDUS SUP	Smalls	20344.45
Construction	(none)	FALSE	SMALLS INDUS SUP	Smalls	143833.48
Construction	(none)	FALSE	SMALLS INDUS SUP	Smalls	209845.83
Construction	(none)	FALSE	SPURLINO MATERIALS LLC	James Spurlino	259676.83
Construction	(none)	FALSE	SPURLINO MATERIALS LLC	James Spurlino	132
Construction	(none)	FALSE	SPURLINO MATERIALS LLC	James Spurlino	137064
Construction	(none)	FALSE	SPURLINO MATERIALS LLC	James Spurlino	21176.5
Construction	(none)	FALSE	SPURLINO MATERIALS LLC	James Spurlino	6060
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	20679
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	45280
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	7536.53
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	20771.95
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	46235.99
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	21303.4
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	2468.4
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	12722.4
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	58

White Male

Information on race gender is not verified/confirmed. Eligibility is not based on race Gender.

Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	20.46
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	1650.24
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	45413
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	240090
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	153429.12
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	17000
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	15000
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	136875.8
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	22965.19
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	1293
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	43102.99
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	6577
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	14039.92
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	3222
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	5946.88
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	1222.4
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	19772.99
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	3000
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	41496.22
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	6820.92
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	767.88
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	6120
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	23390.58
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	127584.75
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	61137.8
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	15797
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	5076.65
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	40215.6
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	18689.28
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	9022
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	5389
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	10110
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	8888
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	537
Construction	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	9666

While Male

Information on race gender is not verified/confirmed. Eligibility is not based on race Gender.

Construction	(none)	FALSE	WILLIAM G SPRING	William Spring	14622
Construction	(none)	FALSE	WILLIAM G SPRING	William Spring	15000
Construction	(none)	FALSE	WILLIAM G SPRING	William Spring	6222
Prof Services	(none)	FALSE	Accurate Title Solutions Agenc	Timothy Abbott	2018.75
Prof Services	(none)	FALSE	ALLISON LANDSCAPING, INC.	Robert Lake	209.5
Prof Services	(none)	FALSE	ALLISON LANDSCAPING, INC.	Robert Lake	48
Prof Services	(none)	FALSE	ALLISON LANDSCAPING, INC.	Robert Lake	255
Prof Services	(none)	FALSE	ALLISON LANDSCAPING, INC.	Robert Lake	48
Prof Services	(none)	FALSE	ALLISON LANDSCAPING, INC.	Robert Lake	255
Prof Services	(none)	FALSE	ALLISON LANDSCAPING, INC.	Robert Lake	85
Prof Services	(none)	FALSE	ALLISON LANDSCAPING, INC.	Robert Lake	400
Prof Services	(none)	FALSE	FOREVERGREEN LANDSCAPE COMPANY	Stephen Loeb	7391
Prof Services	(none)	FALSE	FOREVERGREEN LANDSCAPE COMPANY	Stephen Loeb	665
Prof Services	(none)	FALSE	JONATHAN R SINCLAIR	Jonathan Sinclair	4550
Prof Services	(none)	FALSE	Magnetic Marketing Solutions d	Bryan Vielhauer	1600
Prof Services	(none)	FALSE	RA CONSULTANTS LLC	John Allen	70
Prof Services	(none)	FALSE	RA CONSULTANTS LLC	John Allen	96709.53
Prof Services	(none)	FALSE	RONALD F TAYLOR	Taylor	19853.46
Prof Services	(none)	FALSE	RONALD F TAYLOR	Taylor	50
Prof Services	(none)	FALSE	RONALD F TAYLOR	Taylor	6425
Prof Services	(none)	FALSE	RONALD F TAYLOR	Taylor	13618.04
Prof Services	(none)	FALSE	RONALD F TAYLOR	Taylor	52540.26
Prof Services	(none)	FALSE	Sourmyajit Dutta	Sourmyajit Dutta	230
Prof Services	(none)	FALSE	SPECTRA SCAPES	Benny Muncy	800
Prof Services	(none)	FALSE	SPECTRA SCAPES	Benny Muncy	1100
Prof Services	(none)	FALSE	TRI STATE VALET	Jeff Feldhouse	500
Prof Services	(none)	FALSE	TRI STATE VALET	Jeff Feldhouse	48014.09
Prof Services	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Phillip Neumann	33789.6
Prof Services	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Phillip Neumann	2914
Prof Services	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Phillip Neumann	2233
Supplies/Services	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Phillip Neumann	19260.33
Supplies/Services	(none)	FALSE	ALLISON LANDSCAPING, INC.	Robert Lake	50000
Supplies/Services	(none)	FALSE	ALLISON LANDSCAPING, INC.	Robert Lake	3816
Supplies/Services	(none)	FALSE	ALLISON LANDSCAPING, INC.	Robert Lake	480
Supplies/Services	(none)	FALSE	ALLISON LANDSCAPING, INC.	Robert Lake	1080

White Male

Information on race gender is not verified/confirmed. Eligibility is not based on race Gender.

Supplies/Services	(none)	FALSE	ALLISON LANDSCAPING, INC.	Robert Lake	1037.46
Supplies/Services	(none)	FALSE	BINDUSA, INC	James Moore	151.52
Supplies/Services	(none)	FALSE	BLUE GOOSE MARKETING LLC	M.J. Byrnes	3700
Supplies/Services	(none)	FALSE	BPT Communication Solutions	William Tuttle	1278.75
Supplies/Services	(none)	FALSE	DOCUMENT DESTRUCTION LLC	Michael Callihan	185
Supplies/Services	(none)	FALSE	DOCUMENT DESTRUCTION LLC	Michael Callihan	446
Supplies/Services	(none)	FALSE	EDI, INC	Martin	254.96
Supplies/Services	(none)	FALSE	EDI, INC	Martin	13368.32
Supplies/Services	(none)	FALSE	FOREVERGREEN LANDSCAPE COMPANY	Stephen Loeb	6720
Supplies/Services	(none)	FALSE	FOREVERGREEN LANDSCAPE COMPANY	Stephen Loeb	3510
Supplies/Services	(none)	FALSE	FOREVERGREEN LANDSCAPE COMPANY	Stephen Loeb	5730
Supplies/Services	(none)	FALSE	FOREVERGREEN LANDSCAPE COMPANY	Stephen Loeb	11025
Supplies/Services	(none)	FALSE	FOREVERGREEN LANDSCAPE COMPANY	Stephen Loeb	535
Supplies/Services	(none)	FALSE	FOREVERGREEN LANDSCAPE COMPANY	Stephen Loeb	42915.63
Supplies/Services	(none)	FALSE	FOREVERGREEN LANDSCAPE COMPANY	Stephen Loeb	600
Supplies/Services	(none)	FALSE	FOREVERGREEN LANDSCAPE COMPANY	Stephen Loeb	6225
Supplies/Services	(none)	FALSE	FOREVERGREEN LANDSCAPE COMPANY	Stephen Loeb	900
Supplies/Services	(none)	FALSE	GREEN GROUP ENTERPRISES, LLC	Thomas Green	342.3
Supplies/Services	(none)	FALSE	GREEN GROUP ENTERPRISES, LLC	Thomas Green	755
Supplies/Services	(none)	FALSE	GREEN GROUP ENTERPRISES, LLC	Thomas Green	275
Supplies/Services	(none)	FALSE	GREGORY R. COZART	Gregory Cozart	25
Supplies/Services	(none)	FALSE	Hathaway Stamp & Identificatio	Ruttenberg	172.28
Supplies/Services	(none)	FALSE	Hathaway Stamp & Identificatio	Ruttenberg	71.5
Supplies/Services	(none)	FALSE	KEY BLUE PRINTS	Cheryl Fritzel	3061.99
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	513.65
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	625.95
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	41.1
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	395.4
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	501.5
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	45.5
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	1872.4
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	787.3
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	189.9
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	115.1
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	50.05

White Male

Information on race gender is not verified/confirmed. Eligibility is not based on race Gender.

Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	211.7
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	165.6
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	1581.2
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	446.05
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	1914
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	1144.25
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	1174.6
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	46.5
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	702.4
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	233.7
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	350.6
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	65.7
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	207.5
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	226.45
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	249.5
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	6963.75
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	472.05
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	364.7
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	102.5
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	488
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	146.45
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	490.7
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	1627
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	737.4
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	1584.75
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	1090.83
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	69.2
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	850.9
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	428.56
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	302.05
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	187
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	289.3
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	820.65
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	284.95
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	55.5

White Male

Information on race gender is not verified/confirmed. Eligibility is not based on race Gender.

Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	1592.55
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	77.6
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	800.1
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	798.8
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	449.4
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	1433.4
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	137.15
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	686.25
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	79.4
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	1729.1
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	483.1
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	5483.95
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	1883
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	187
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	197.5
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	2089.2
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	23.96
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	440.32
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	138.8
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	99.18
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	63.5
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	122
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	1504.8
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	13117.04
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	1770
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	462
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	1541.5
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	21370.04
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	1292.3
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	353.61
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	889.21
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	1692.36
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	165
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	1385
Supplies/Services	(none)	FALSE	PROFESSIONAL AWARDS SERVICE IN	Ronald Jeremiah	646

White Male

Information on race gender is not verified/confirmed. Eligibility is not based on race Gender.

Attachment IV

Supplies/Services	(none)	FALSE	STRACK SCALES SERVICE INC	Christopher Geers	162
Supplies/Services	(none)	FALSE	SUNSET JANITORIAL SUPPLY	Jerry Diers	4957.55
Supplies/Services	(none)	FALSE	SUNSET JANITORIAL SUPPLY	Jerry Diers	1250
Supplies/Services	(none)	FALSE	SUNSET JANITORIAL SUPPLY	Jerry Diers	2097.57
Supplies/Services	(none)	FALSE	SUNSET JANITORIAL SUPPLY	Jerry Diers	356.55
Supplies/Services	(none)	FALSE	SUNSET JANITORIAL SUPPLY	Jerry Diers	612.24
Supplies/Services	(none)	FALSE	SUNSET JANITORIAL SUPPLY	Jerry Diers	1868.6
Supplies/Services	(none)	FALSE	SUNSET JANITORIAL SUPPLY	Jerry Diers	4099.91
Supplies/Services	(none)	FALSE	THOMAS LUSTENBERGER	Lustenberger	480
Supplies/Services	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	2900
Supplies/Services	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	685.52
Supplies/Services	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	3370.46
Supplies/Services	(none)	FALSE	UNIVERSAL CONTRACTING CORP	Philip Neumann	2960.04
Supplies/Services	(none)	FALSE	Victor Sales and Leasing Inc	Billie Luttner	1600
Supplies/Services	(none)	FALSE	Victor Sales and Leasing Inc	Billie Luttner	3404
Supplies/Services	(none)	FALSE	Victor Sales and Leasing Inc	Billie Luttner	2842.7
Supplies/Services	(none)	FALSE	WEST HILLS GREENHOUSES INC	Roger & Linda Feist	430.5

White Male